

SENT VIA E-MAIL

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DAVID E. OWENS
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November 16, 1995

To: J. M. Birlin
A. E. Evanchick
H. J. Heintz

C. S. Huff
T. Musante
J. S. Rumberger

Subject: Exxon, U.S.A.

Ladies and Gentlemen:

As you may know, I have assumed the responsibility for Exxon Corporate in Houston. Key Account Manager, Paul LaMarca and I will be working together to positively impact our business at headquarter level.

Below are the Exxon Retail Divisions which comprise Corporate Exxon. Approximately 350 stores in total report to the Houston office.

<u>EXXON DIVISION</u>	<u>CHAIN I.D.</u>
Dallas	3912-02-00
Florida, New Orleans, Baton Rouge	3912-03-00
Houston	3912-06-00
San Antonio	3912-07-00
California	3912-09-00
Richmond	3912-13-00
New Jersey	3912-14-00

Exxon retail outlets, other than those above, do not report to the Houston office. They are Exxon Jobbers and Dealers who own/operate as independent business owners.

KAM LaMarca and I are currently in negotiations with Exxon for a merchandising program in the Corporate stores. Negotiations are being conducted in Houston versus in your individual markets per Exxon's request. We are being told the Houston Exxon office will make the decisions for the 350 corporate stores.

I request that you not present our 1996 Retail Partners Program to your respective Exxon Divisions at this time. As soon as our negotiations are complete I will advise you of what our position will be going forward with Exxon.

Respectfully,

David E. Owens

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/ca

cc: R. M. Sanders, J. W. Best, D. L. Wilmesher, M. A. Young, G. A. Young, R. P. Dotson, D. C. Turner,
S. B. Driskell, B. J. Simkins, and P. J. LaMarca